

CITY NEWS IN BRIEF

OREGONIAN TELEPHONES.

City circulation.....Main 7070 A 6035
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AMUSEMENTS.

HEILIG THEATRE—(Seventh and Taylor)—*Don't* motion picture of Alaska, at 8:15.
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SEAMEN STUDY ENGLISH—Captain Nodder, of the French bark, *Pierre Antonine*, and four of his sailors yesterday registered in the educational department of the Portland Young Men's Association. They will improve their time while in the harbor by studying English. The *Pierre Antonine* is discharging a coal cargo from Newcastle, N. S. W., and will later load grain which will be shipped by *Geatley & Co.* This is the first instance where a group of seamen has registered at the Y. M. C. A., although occasionally a sailor has entered a class in English speaking, while on ship in the harbor. An unusually large number of foreigners have been studying English at the Association this winter.

XMAS FIRE FIGHTS HIS LOSS—The fire which broke out in the *Pacific* bldg. at Fifth and Oak streets on Christmas night has developed into a much greater loss than was at first supposed. The *Wiley* of Allen Company suffered the largest loss as almost every piano and player piano in their immense stock was damaged by the tons of water which were used to extinguish the flames on the floor immediately over their main warehouse. These instruments were insured but it will require several days before the total loss can be ascertained. An adjustment made. Archer & Schanz, dealers in dental supplies, on the next floor had sustained the next largest loss.

GIRL HAS NARROW ESCAPE—Turning the corner at Third and Washington streets with his horse at a fast trot, Charles Patterson, a driver for the *Pacific* Grocery Company, ran into Mary Hoffman, of 230 Hood street, yesterday afternoon, and knocked her down. As she fell beneath the horse, she had a narrow escape from injury. Patterson continued at a rapid clip until Police Captain Hall and Patrolman Wilson seized the horse and brought him to a stop. Patterson was arrested. Traffic Officer Leavens. The girl said she was not hurt, and went home unattended.

DOORSTEP WIFE IS ONLY DOLL—Treat this child kindly, for his father lives inside," was the inscription on a tag attached to a basket, which was left on the doorstep of Patrolman Abbott, 1603 Hawthorne avenue, Monday night. Abbott found the basket when he went home from his night's duty and carried it inside. No squalling infant met his gaze when he removed the wrappings, but a large-eyed doll, and nestled beside it a nursing bottle, full of milk. The policeman has adopted the effigy until such time as he can run down the fellow-officers who perpetrated the joke.

LAUNDRY IS DISPLAYED—Hanging above the sidewalk at Belmont street and Union avenue, the family washing, flapped in the breeze. Patrolman Arnold, reported at the police station that the sight gave a very unwholesome aspect to the landscape. As the owners of the display were not out of bed on his watch, he was unable to cope with the situation. The line was extended between a second-story window and a telephone pole. Patrolman Sherwood was directed to look into the matter and reported yesterday that he had secured the removal of the laundry.

CONVENT REFERENCE LIBRARY ESTABLISHED—The Free Country Library has established a general reference library with books on agriculture and mechanics at Corbett, east of Sandy River. Bulletin of the United States Department of Agriculture and the publications of the Oregon Agricultural College will be kept in this station. The library station is in the Farmers' Telephone Exchange and is under the care of W. E. Evans. The traveling library formerly in charge of George Chamberlain has been changed to the new station.

PAY ALLOWED FOR LABOR DAY—Employees of the street cleaning and sprinkling department of the city will be paid for labor day, though they did not work. That was the decision yesterday afternoon of the ways and means committee of the Council. It has been customary for the men, although they do not work on Monday, to be paid for the day. The committee was of the opinion that the men were entitled to the day's pay, but the approval this year was delayed by the committee until yesterday.

CATHOLIC FOREMANS TO HOLD INSTALLATION—The three subordinate courts of the Catholic Order of Foresters of Portland will hold a joint installation of new officers in the auditorium of the Catholic Young Men's Club, on Morris street, in Alhambra, Thursday, January 12. Under the auspices of the Catholic Court of St. Mary's parish, a literary and musical entertainment will be given. The arrangements are in charge of J. Cuff.

POLICE REBUTANT SUSPENDED—Charged by Patrolman Oulsen, the second night relief jailer, with using undue severity with Matt Mayra, a prisoner who was in Oulsen's custody, Sergeant Parker was suspended from duty by Chief of Police Cox yesterday morning and formal charges were filed with him. Yesterday the Police Commissioners, Parker declared that his action was justified and will fight for reinstatement.

ROCK BREAKS TRAIN WINDOW—Some hoodlums threw a rock at the *Windsor* train as it was passing through Bertha street and broke an outer window of the last coach. W. D. McDonald, conductor of the First National Bank of McMinnville, but now a resident of Portland, occupied the seat by the window when the rock was thrown. Trainmen say that the law happened several times in the past three days.

CHANCEFIRE ADMITS HE WAS DRUNK—Admitting that he was drunk when he drove his automobile at a rate in excess of the speed limit at Third and Yamhill streets, and skidded into a creamery wagon, A. A. Wallis, a chauffeur, was fined \$5 in Municipal Court yesterday morning. The court clerk, C. C. Christensen, 2d floor Corbett bldg. Take elevator. MAY CITY MARKET & GROCERY CO. will have delivery on East Side January 2. We want for table delicacies. 28 Wash.

THE FAMILY BEAR—Phone Main 7070. A. H. B. Portland Brewing Company. SWEET WATER BREWERY—C. Christensen, 2d floor Corbett bldg. Take elevator. MAY CITY MARKET & GROCERY CO. will have delivery on East Side January 2. We want for table delicacies. 28 Wash.

GATENS COMMENDS MOVEMENT—Efforts of the "Big Brothers" movement of the Portland Young Men's Christian Association were warmly commended yesterday by Judge Gatens of the Circuit and Juvenile Courts in a letter to the committee of management of the organization. The letter was written by Judge Gatens for the purpose of assigning Probation Officer Krum to co-operate with the "Big Brothers" in their efforts to assist boys who are wayward or unfortunately situated. A letter asking that this action be taken was received by Judge Gatens from the "Big Brothers" committee, consisting of H. H. Sorensen, Fred Lockley, J. C. Clark and Morris Wallin. Judge Gatens replied that he considered the work being done by the organization invaluable and he instructed Officer Krum to confer frequently with the "Big Brothers."

FEW BLOCKS REMAIN UNFILLED—The entire district between Hawthorne avenue and Belmont, Union avenue and East First streets, will be filled soon, under general contract with the Pacific Bridge Company. With the exception of two small blocks, the entire district will be filled at an average cost to each block of \$14,000. Owners of the unfilled portions have been notified by the Pacific Bridge Company. Property owners who are paying for fills contend that owners of the unfilled property should be required to improve also, so that the unfilled property will become a nuisance. The health officer will be asked to insist on requiring the completion of the filling.

THURSTON KEEPS HOGS IN NOW—Frank L. Smith's fancy breakfast bacon for \$5.00 is the same quality that sells in other places for 30c a pound; hamburger steak, sweet and fresh is 12c; sirloin steak, tenderloin, or round, each, 15c; beef pot roast is 10c and 12c; beef for boiling is 8c and 10c; shoulder roast pork is 15c and 18c; pork chops, tenderloin, or round, each, 15c; pickled pork is 15c; Smith's absolutely pure kettle rendered lard is 7c for a five-pound pail and 5c for a three-pound pail; heavy ham, smoked or cured, is 15c; hindquarters and legs of spring lamb are 15c. The above prices prevail in all of Frank L. Smith's 22 markets.

SMITH'S GROCERIES—Frank L. Smith's big grocery has two entrances, 145 First street and 236 Alder street. The auto-truck will deliver you a big box of groceries for 30c; Jersey cranberries, Quaker oats, mince meat and black figs all 10c per pound; Corn Flakes and Shaker salt are 8c each; two cans of milk for 5c; 25 pounds of hard wheat flour for 25c; Pecan cereal is 25c; strained honey is 3c per pound; two loaves of bread for 10c; three loaves of bread for 25c; turnips or mustard greens for 5c.

WILLIAM H. MILLER'S FUNERAL—The funeral services of Gustavus W. Miller, who died at his home, 345 East Yamhill street, Monday night, in the Methodist Church in McMinnville today at 10:30 A. M., and interment will be in the Masonic cemetery. He was 58 years old and is survived by his widow and three children, Fred O., George O. and C. Arthur Miller, of Portland.

THESE ALL HAVE NORWAY BUTTER—Every patron of Frank L. Smith's Meat Company can depend upon getting Smith's fresh Norway butter at his nearest Smith market today. Each market has a supply. Norway costs 80c per square, California butter which runs in the same class as Norway is also 80c. Butter cup butter is 70c, Cloverleaf butter and Eureka butter are both 60c.

WILLIAM H. WHITE'S FUNERAL—The funeral of William H. White, who died at Salem, was conducted yesterday afternoon by Washington Lodge of Masons, and final services were held at the Portland Crematorium. White was formerly keeper of the upper Mount Tabor reservoir, and is survived by his widow, Mrs. Cora M. White.

ST. JOHNS' SCHOOL CENSUS 1435—St. John's school census is 1435 according to the enumeration which was checked over yesterday by J. E. Tanch, school clerk. The census shows a large increase over last year's census of 1300. The school was last year using the measure of five, St. John's population exceeds 7000.

RISE STUDY CLASS MEETS TODAY—The Bible Study Class of the Council of Jewish Women will meet in the vestry room of Temple Beth Israel today, at 3 P. M.

SEAT SALE OPENS TODAY—Tetrazzini Tickets Ready at 10 This Morning at Heilig Box Office.

The sale of seats opens this morning at the Heilig Theater for Tetrazzini, the great soprano, who is just now breaking all the old-world records in her sensational triumphs. Today all San Francisco is dazed and happy over the most astonishing of them all which occurred Saturday night, Christmas eve, when Tetrazzini, the new star in opera, sang during her first performance her own song, prompted by her own generous heart and a desire to satisfy the cravings of the thousands of people who had been unable to get into the theater. The performance was a triumph, and the applause was heard in the streets.

LOCATION TO BE CHANGED—Ladd & Tilton Bank to Have Quarters in Spalding Building.

Ladd & Tilton, bankers, will move into their new location in the Spalding building, Third and Washington streets, the latter part of next week. The entire ground floor will be occupied by the bank.

The building which has been occupied by this bank for many years, at First and Stark streets, will be demolished by the First National Bank while improvements in the interior of the First National Bank building are being made.

WHERE TO DINE—All the delicacies of the season at the Portland Restaurant. Fine private apartments for ladies. 208 Wash. near 14th st.

Sellwood Ferry Pilot Resigns—Captain Thomas Popham, a pioneer pilot of the Northwest, resigned from his post on the Sellwood ferry yesterday and was replaced by Captain James Whitcomb. For 16 years Captain Popham guided the ferry at Kalama, Wash., before assuming duties on the steamer John F. Caples here.

Plant Wilson room. Phone Sellwood 304.

12 AMENDMENTS ARE UP

CHANGES IN COMMERCIAL CLUB CONSTITUTION PLANNED.

Annual Meeting Will Be Held in Month When Five Governors Will Be Chosen.

The annual meeting of the Portland Commercial Club will take place one month from today, January 23, 1911. At this meeting there will be chosen five governors to fill the terms of T. B. Wilcox, J. C. Almsworth, George W. Simons, T. W. B. London and A. Feldenhimer. The committee appointed at a meeting of the board of governors yesterday for the purpose of nominating five members to fill the terms which will expire, consists of Edward Ehrman, Horace Ramsdell, W. F. Woodward, R. S. Farrell and Lloyd J. Wentworth. Ten of the governors whose terms expire in 1912 are: H. Beckwith, W. J. Hoffmann, George Lawrence, Jr., and Roger B. Sinnott. Those whose terms expire in 1913 are: Edgar B. Piper, F. S. West, F. H. Ransom, F. I. Fuller and C. C. Cott.

The hour fixed for the session is 3 P. M. The business will begin at 7 o'clock and will continue until 2. Twelve amendments to the constitution are up for consideration. They provide for admission of Army and Navy officers; fixing the hours for balloting from 7 to 9 P. M.; that the committee on nominations name twice the number of governors to be elected for publication upon the ballot; that the members have the right to vote; re-defining temporary membership; electing of all presidents and vice-presidents from the members; fixing the annual dues at \$49 or \$4 a month with the exception of December, when it shall be increased \$1, this latter sum to be paid in advance; during the present Christmas season \$1207 was distributed among the club employees. The division of this fund was based upon the length of service and it gave each worker \$1.64 for each month of employment. The board of governors elects the officers of the club, which at the present time consist of H. Beckwith, president; E. B. Piper, vice-president; J. C. Almsworth, treasurer; W. J. Hoffmann, secretary.

ALBERT H. BROWN IS DEAD—Oregon Pioneer Was Prominent in Early State Politics.

Albert H. Brown, one of the most prominent Democratic politicians in Oregon in the "old" and "new" days, died yesterday at his home, 214 East Sixteenth street, aged 58 years.

Mr. Brown was born in Baton Rouge, La., January 5, 1853. He served during the Mexican War as a volunteer from his native state. At the close of the war he crossed the plains to California, arriving there in 1849. He engaged in mule teaming between San Francisco and Portland until 1852, when he settled at Auburn, Or., in Baker County, at that time a thriving mining camp. He was elected to the State Senate from that county in 1872, and in 1874 was elected State Treasurer, serving until 1878. In that year he retired from politics and returned to his farm in Baker County, where he remained until 1899, when he came to Portland. He was known throughout the state during the years between 1865 and 1885 as one of the ablest men in the Democratic party. He was a member of the Masons on the Pacific Coast, having joined the order in Treka, Cal., in 1856. He later served as grand master of the lodge in Baker.

Mr. Brown is survived by his wife, two daughters and a son, as follows: Mrs. Frances E. B. White, wife of Samuel White; Miss Ella Brown and Ann L. Brown, of Baker County. The funeral service will be held tomorrow morning at 10 o'clock from the family residence, and at 10:30 in Trinity Episcopal Church, when Rev. A. A. Morrison will read the ceremony. The body will be cremated.

SALESMANSHIP IS DEFINED—Speaker at Lincoln High School Tells of Needed Qualities.

"Salesmanship may be summed up tersely in two words—ability and affability," said W. F. Woodward of Woodward, Clarke & Co., in his lecture on "Salesmanship" in the Lincoln High School last night. The true test of salesmanship, he showed, was in the transaction that was equally profitable to the buyer and the seller. Mr. Woodward took occasion to make an appeal for Government supervision in the sale of food. He pointed out that many people lied in labels and advertisements and compelled the salespeople in their employ to do so. He showed how the pure food and drug act had not only saved lives, but awakened the conscience of the people. He expressed the hope that the government would do some awakening in other fields of business also.

The lecture was full of good stories and bits of wisdom, and was well received by the 300 or more students present. The speaker is a 30-year-old man of business experience.

ORIGINALITY HIS THEME—Julius L. Meier to Address Ad Club at Weekly Luncheon.

Julius Meier, manager for the Meier & Frank Company, will give a talk upon "Originality in Advertising" before the members of the Portland Ad Club at their weekly luncheon today at 1:30 P. M. The speaker will define the various phases which go to make up originality of the right sort. A. A. Ryder of the Chapman Advertising Company, will enlarge upon the subject of "Talk Advertising," while George H. Howell, of the advertising department of The Oregonian, will deal with "Shaping Up an Ad." O. C. Letter, city editor of The Oregonian, will talk upon "Breaking Into the News."

TONIGHT DOBBS' TRAVELS—And Arctic motion pictures. Read what the manager of the Grand Opera House, Seattle, says about Dobbs' Arctic pictures: "Seattle, Dec. 15, 1910.—(To whom it may concern)—I can say without a doubt that the Dobbs Arctic pictures which played the house (Grand Opera House) December 6 and 8, 1910, are by far the best of their kind known in the world today and can double their business on their return any place."

\$15,000,000 Railroad Deed Filed—VANCOUVER, Wash., Dec. 27.—(Special.)—A deed for \$15,000,000 was filed



East Via California

Have you ever considered the practicability of going East by a Southern route, now that we are in the grip of Winter? Then, why not travel via Sunny California and the Santa Fe?

The train service on the Santa Fe is unexcelled.

The scenery is unmatched.

The great Southwest contains a variety of charming life of a historic people rapidly becoming absorbed, whom in years not far distant you will consider yourself fortunate to have seen.

The Santa Fe has three daily trains from San Francisco to Chicago via Kansas City and if you wish can route you via Denver.

The California Limited, the train of luxury, is finer than ever this season. It is exclusively first class. Our booklet "The California Limited" free on request.

Stopover may be made at the Grand Canyon of Arizona, about which our free booklets "Titan of Chasms" and "El Tovar" tell.

The Santa Fe is the pleasant way, it is the safe way, it is the Winter way, and it is the right way. Consider.

For details and descriptive literature, call on

H. E. VERNON, GEN. AGENT, ATCHISON, TOPEKA & SANTA FE RAILWAY, 252 ALDER ST., AT PORTLAND, OR.

In the County Auditor's office today. It was a transfer of the properties of the Oregon & Washington Railroad Company to the Oregon-Washington Railroad & Navigation Company.

Bailston Resident Dies—BAILSTON, Or. Dec. 27.—(Special.)—Thomas Woodley, who died here last week, had a large circle of acquaintance in Portland and elsewhere in the state. Mr. Woodley was born at Clifton, Hampton, Oxfordshire, Eng., July 24, 1851, came to America in 1871. He settled in Illinois and lived there about 10 years, when he came to Oregon and was employed on public works in Portland for a number of years. He married Mrs. E. B. Adkins, of Bailston, in 1892.

Rock Springs Coal—The best house coal. Liberty Coal & Ice Co. exclusive agents, 25 North Fourth street. Main 1461; A 2112.

Xmas Gifts of Money Can Be Invested Wisely

In some of the many beautiful Holiday goods that remain unsold. We had to wire East to replenish our stock—so heavily did the gift-makers draw upon our high quality jewelry at popular prices. Some of the shipment arrived too late to unpack, sort and mark—and it's here waiting for you at bed-rock prices. Put your money into jewelry, silverware, something that has lasting value. We'd like to talk diamonds to Mr. Conservative Investor, show him how to make Xmas money grow and multiply for next Xmas. Show him why we lead the local trade.

Holtkemper's 286 Morrison Street

New Victor Records for January ON SALE TODAY

10-inch Records—Single Faced, 60c; Double Faced, 75c

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| NO. 16809. Rinaldo Werrenrath, Baritone (with orchestra). Berlin-Snyder | NO. 16855. Popular Melody No. 4—"Wiltmark Melodies"— |
| 16810. Dreams, Just Dreams.....Dorlin-Snyder | 16856. Heart Has Learned to Love You—"Just for a Girl".....Fryer's Band |
| 16811. Two Little Brown Eyes.....Dana | 16857. Irish Hearts (Francis) (March and Two-Step).....William H. Rott |
| 16812. All That I Ask is Love.....Seldin-Ingram | 16858. Stop, Stop, Stop (Love Me Some More).....Elda Morris |
| 16813. Oh, That Moonlight Glee.....McCree-Al. Von Tiler | 16859. Song of the Chapple (Lilburn).....Nat. M. Willis |
| 16814. The House of the Rising Sun (with orchestra)..... | 16860. Grizzly Bear (Berlin-Bostford).....Billy Murray and American |
| 16815. Secret Love Gavotte (Hemlich, Still and Isles)..... | 16861. Turkey Special—Introducing "Turkey in the Hat".....Golden and Hughes |
| 16816. Apple Blossoms—Reverie (Kathleen Roberts)..... | 16862. The Camel and the Butterfly (with piano).....Henry Price |
| 16817. Near the Cross (Deane).....Mr. and Mrs. Wheeler | 16863. The Tin Glee (with piano).....Henry Price |
| 16818. Some Sweet Day, By and By (Crosby-Deane)..... | 16864. Grizzly Bear (Berlin-Bostford).....Billy Murray and American |
| 16819. Melody in F (Hussey).....Victor Orchestra | 16865. Turkey Special—Introducing "Turkey in the Hat".....Golden and Hughes |
| 16820. Lullaby from Jocelyn (Berens) (Gardner)..... | 16866. The Camel and the Butterfly (with piano).....Henry Price |
| 16821. Hana, the Flute Player—Selection (Ganne) (Hans)..... | 16867. The Tin Glee (with piano).....Henry Price |
| 16822. Le Jeune de Pluie.....Victor Orchestra | 16868. Grizzly Bear (Berlin-Bostford).....Billy Murray and American |
| 16823. Hana, the Flute Player—Valse Intermezzo (Ganne)..... | 16869. Turkey Special—Introducing "Turkey in the Hat".....Golden and Hughes |
| 16824. It Happens in Many Families (Cameron-Flanagan)..... | 16870. The Camel and the Butterfly (with piano).....Henry Price |
| 16825. That Dreamy Barcarole Tune (Goetz).....Ada Jones | 16871. The Tin Glee (with piano).....Henry Price |
| 16826. Tickle Toes (Spencer).....Jones and American Quartet | 16872. Grizzly Bear (Berlin-Bostford).....Billy Murray and American |
| 16827. I'm So Tired of Lying I Don't Care When I Lie (Sterling-Smith).....Arthur Collins | 16873. Turkey Special—Introducing "Turkey in the Hat".....Golden and Hughes |

12-inch Records—Single Faced, \$1.00; Double Faced, \$1.25

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| NO. 3180. Victor Light Opera Company (with orchestra). Wallace | NO. 3181. Gema from "The Merry Widow".....Wallace |
| 3182. Gema from "The Merry Widow".....Wallace | 3183. Gema from "The Merry Widow".....Wallace |
| 3184. Gema from "The Merry Widow".....Wallace | 3185. Gema from "The Merry Widow".....Wallace |
| 3186. Gema from "The Merry Widow".....Wallace | 3187. Gema from "The Merry Widow".....Wallace |
| 3188. Gema from "The Merry Widow".....Wallace | 3189. Gema from "The Merry Widow".....Wallace |
| 3190. Gema from "The Merry Widow".....Wallace | 3191. Gema from "The Merry Widow".....Wallace |
| 3192. Gema from "The Merry Widow".....Wallace | 3193. Gema from "The Merry Widow".....Wallace |
| 3194. Gema from "The Merry Widow".....Wallace | 3195. Gema from "The Merry Widow".....Wallace |
| 3196. Gema from "The Merry Widow".....Wallace | 3197. Gema from "The Merry Widow".....Wallace |
| 3198. Gema from "The Merry Widow".....Wallace | 3199. Gema from "The Merry Widow".....Wallace |
| 3200. Gema from "The Merry Widow".....Wallace | 3201. Gema from "The Merry Widow".....Wallace |

PURPLE LABEL RECORDS

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| NO. 7000. A HARP SOLO BY SASSOLI. | NO. 7001. A HARP SOLO BY SASSOLI. |
| 7002. A HARP SOLO BY SASSOLI. | 7003. A HARP SOLO BY SASSOLI. |
| 7004. A HARP SOLO BY SASSOLI. | 7005. A HARP SOLO BY SASSOLI. |
| 7006. A HARP SOLO BY SASSOLI. | 7007. A HARP SOLO BY SASSOLI. |
| 7008. A HARP SOLO BY SASSOLI. | 7009. A HARP SOLO BY SASSOLI. |
| 7010. A HARP SOLO BY SASSOLI. | 7011. A HARP SOLO BY SASSOLI. |
| 7012. A HARP SOLO BY SASSOLI. | 7013. A HARP SOLO BY SASSOLI. |
| 7014. A HARP SOLO BY SASSOLI. | 7015. A HARP SOLO BY SASSOLI. |
| 7016. A HARP SOLO BY SASSOLI. | 7017. A HARP SOLO BY SASSOLI. |
| 7018. A HARP SOLO BY SASSOLI. | 7019. A HARP SOLO BY SASSOLI. |
| 7020. A HARP SOLO BY SASSOLI. | 7021. A HARP SOLO BY SASSOLI. |

NEW RED SEAL RECORDS

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| NO. 64156. Variations (Kreislair Arrangement).....Tartini | NO. 64157. Variations (Kreislair Arrangement).....Tartini |
| 64158. Variations (Kreislair Arrangement).....Tartini | 64159. Variations (Kreislair Arrangement).....Tartini |
| 64160. Variations (Kreislair Arrangement).....Tartini | 64161. Variations (Kreislair Arrangement).....Tartini |
| 64162. Variations (Kreislair Arrangement).....Tartini | 64163. Variations (Kreislair Arrangement).....Tartini |
| 64164. Variations (Kreislair Arrangement).....Tartini | 64165. Variations (Kreislair Arrangement).....Tartini |
| 64166. Variations (Kreislair Arrangement).....Tartini | 64167. Variations (Kreislair Arrangement).....Tartini |
| 64168. Variations (Kreislair Arrangement).....Tartini | 64169. Variations (Kreislair Arrangement).....Tartini |
| 64170. Variations (Kreislair Arrangement).....Tartini | 64171. Variations (Kreislair Arrangement).....Tartini |
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| 64200. Variations (Kreislair Arrangement).....Tartini | 64201. Variations (Kreislair Arrangement).....Tartini |

WHOLESALE AND RETAIL **Sherman Clay & Co.** STEINWAY AND OTHER PIANOS

SIXTH AND MORRISON, OPPOSITE POSTOFFICE.

SERVICE DAY AND NIGHT—One of the largest best equipped plants in Portland offers you unexcelled service at prices exceedingly low. When you want CATALOGS, BOOKLETS, CIRCULARS, FOLDERS OR ANY OTHER FORM OF

PRINTING—It will be to your advantage to consult us. Our facilities guarantee best results. Our samples will convince you of our quality.

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Get a Good Grip on the Details of Your New Job—That's the first and most important thing to do when you take a better position with greater responsibility—or have one thrust upon you.

Don't try to remember all about this, that or the other thing. Systematize your work—and the biggest part of your job is well in hand.

Get in touch right at the start with a "Y and E" man. He'll help you simplify your records and organize your work.